

# SENECA NEWS

OFFICIAL EXTERNAL NEWSLETTER OF SENECA COMPANIES, INC.

## IN THIS ISSUE

**A MESSAGE FROM JC**  
PAGE 1

**ENVIRONMENTAL NEWS**  
PAGE 2

**AUTOMOTIVE NEWS**  
PAGE 3

**ENERGY SOLUTIONS NEWS**  
PAGE 5

**COMMERCIAL NEWS**  
PAGE 6

**GENERAL CONTRACTING NEWS**  
PAGE 7

## A MESSAGE FROM JC

2023 is all but finished and Seneca may have had its busiest year since being founded in 1972! We have had many initiatives and projects, but the biggest by far was launching our new ERP system. After an almost 2-year project we finally went live in October! This was an absolute herculean effort by our team and I am grateful for everyone's efforts. Our previous system was almost 20 years old, which is hard to believe any technology could still be functional that long! In terms of capabilities, this will be the equivalent of going from a 1987 Yugo to a brand new 2023 Lamborghini. Our efficiencies will drastically increase, requiring less administrative tasks and allowing us to increasingly focus our efforts on value-added tasks for our customers. We will be able to produce quick and insightful reports allowing both our team and our customers to make timely and well-informed decisions in a reduced period of time. These capabilities are only a sampling of what we will be capable of doing with a state-of-the-art system, and I am very excited to get it fully implemented and going to 100mph.

In addition to this, we have added a great deal of new talent to the Seneca team over the past 10 months. Our training department has trained over



100 technicians through our top-notch programs. With the growth of our service department, we have also added additional management talent – namely adding Paul Royall as our Vice President of Service. Paul joined us in August – bringing with him more than 35 years of industry experience, his most recent tenure being Gilbarco's Director of North American Field Service. We are building a Class A service network with much more to come in 2024!

Thank you to our amazing Seneca staff for all their hard work and dedication this year! Thank you also to our customers who trust Seneca with the most complex and important parts of their business. We would not be here without you! •

# EXPANSION & INNOVATION

## OUR COMMITMENT TO EXCELLENCE

by Mark Shirley, Program Director - Environmental Services

As the year draws to a close, we reflect on the many great milestones achieved by our compliance team in 2023! We have expanded westward into the mountain region, with technicians based in Denver, Colorado and Salt Lake City, Utah regions. This strategic move has substantially increased our ability to cater to clients extending from Indiana westward, marking a significant leap in our service outreach.

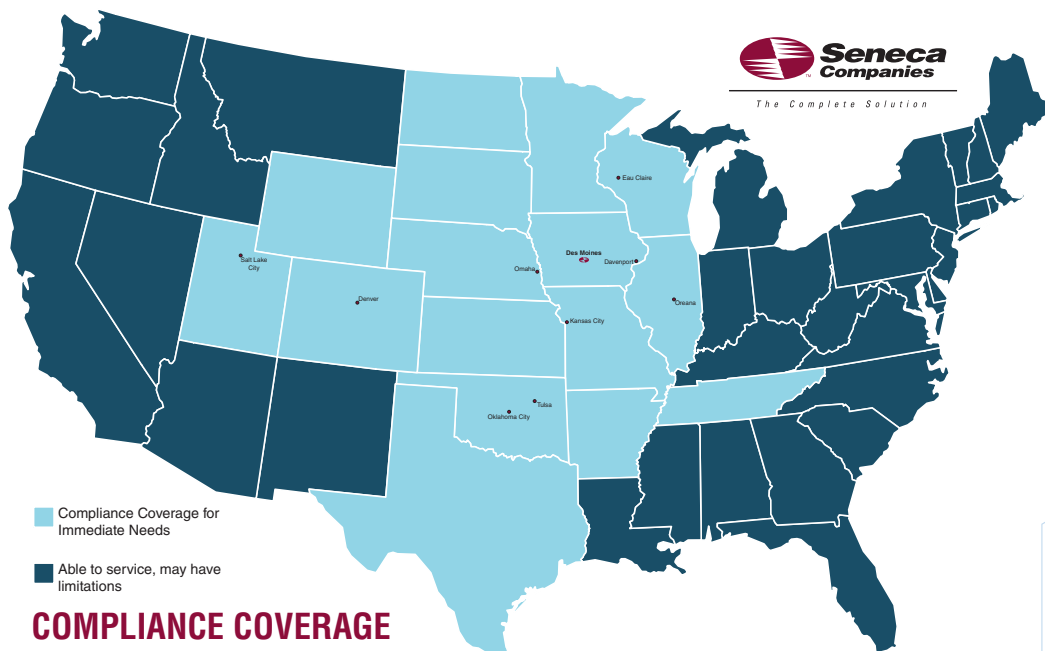
As one of the largest partners of Leighton O'Brien, we are able to leverage the latest cutting-edge technologies which allow us to specialize in comprehensive tank, line and leak detector testing.

As we approach the imminent three-year compliance testing milestone, many of our valued customers are gearing up for the second phase of containment and overflow device testing.

Our commitment to excellence shows through our utilization of the Dri-Sump testing method, enabling us to perform thorough sump testing within a quick 60-second timeframe, eliminating the need for test water disposal—a testament to our eco-conscious and time-efficient approach.

We expect our trajectory will continue to expand our coverage across Seneca's footprint, as showcased in our comprehensive coverage map. To support this growth and ensure exceptional service, we are actively growing our team of top-tier technicians dedicated to upholding our commitment to customer satisfaction and industry-leading standards.

This upcoming year marks another significant year for our team, and we are excited to continue to expand our capabilities and continue our dedication to providing clients across the region with the best service in the industry! •





# NEED A LIFT? WE GOT YOU COVERED

---

At Seneca, our commitment to excellence extends beyond just offering top-notch products. We understand that each automotive facility is unique, requiring tailored solutions to meet specific needs. That's why our team specializes in accommodating unique customizations, ensuring that your lift systems are not just installed but optimized to perfection.

Our team of professionals has the skillset and experience to navigate the complexities of ordering equipment and seamlessly integrating it into your workspace. We take pride in our installation processes, making sure that every aspect of a project is up to the highest standards. Our goal isn't just to set up the equipment but to ensure that it functions flawlessly, providing our customers with optimum efficiency.

Our commitment doesn't stop at installation, as we prioritize the longevity and efficiency of our equipment by offering regularly

scheduled maintenance services. This proactive approach ensures that our lifts operate at peak performance, minimizing downtime and maximizing productivity. In the case that repairs are needed, our team is readily available to address any issues!

We're not just here for your current needs; we're dedicated to understanding your long-term lift requirements. Our team will work with you to anticipate future demands, recommending and implementing solutions that align with your evolving needs.

Whether it's heavy-duty mobile column lifts, automotive two-post lifts or general maintenance services, we're here to ensure that your shop is equipped to handle any vehicle that rolls through your doors. With Seneca, your lift equipment needs are in capable hands, allowing you to focus on providing exceptional service to your customers. •

# DYNAMIC DUO

## LOOKING TOWARD THE FUTURE

Exciting news from within our Automotive and Commercial department! Stepping into a new role as director of sales, Joe Kapp will be expanding upon his remarkable success in Iowa to spearhead the advancement of our automotive division's regional expansion. Stepping in from our Waste Solutions division, Grant Raasch will be transitioning into Kapp's previous role and will be maintaining and growing our automotive and commercial presence in Iowa.

The transition of roles began with Kapp accompanying Raasch to foster a relationship with his established clientele and introduce Raasch to the automotive and commercial industry. Looking to uphold the rapport Kapp has cultivated across Iowa, Raasch is committed to sustaining relationships with current clientele through continued in-person interactions. In addition, Raasch will spearhead the expansion of our commercial footprint in Iowa by cultivating relationships with new clients statewide, spanning various industries such as municipalities, dealerships, landscaping and construction companies, etc. with a commitment to broadening our market



Joe Kapp,  
Director of Sales -  
Automotive & Commercial



Grant Raasch,  
Business Development  
Consultant - Automotive

presence. "I look forward to expanding this business as much as possible - to really take what Joe has accomplished and carry the torch is an exciting thing. Hopefully I can make my own mark on the industry," said Raasch.

In assuming his new role, Kapp will be collaborating with and providing consultation for the automotive personnel across all of our branch regions, initially concentrating on our Oklahoma City branch location. Serving in an advisory capacity, Kapp will be aiming to replicate the strategies that have allowed for sustained success within our Des Moines automotive team. "We started with essentially nothing and formed this multimillion dollar division. If it can be done in the middle of Iowa, it can be done anywhere!" said Kapp. Beyond Oklahoma, Kapp's focus will pivot westward, targeting our Denver branch and the surrounding areas as he continues to spearhead efforts towards enhance our regional operations in order to provide clientele across the country with the complete automotive solution! •



# CHARGING FORWARD

## WITH THE EV INFRASTRUCTURE PROJECTS SURGING ACROSS THE NATION

by Russ Gibson, *Director of Business Development - EV Solutions*

As we continue to strive to be “The Complete Solution” for all of our past, present and future customers, complete EV solutions continue to be a growing aspect of our product and service offerings across our 18-state footprint.

Whether it be product acquisition, installation, ongoing service or a combination of all three, Seneca Companies is also rapidly becoming the complete EV solution. Working with outstanding vendor partners like; ChargePoint, ABB, Blink, Kempower, Tritium, Autel and others, we have become extremely well positioned for projects of every size and scope from 19.2kW Level 2 chargers to 350kW DC fast chargers.

As grant awards of Phase 1 of the National Electric Vehicle Infrastructure (NEVI) program begin to be announced across the

country, this aspect of the fueling industry will only take on more and more prevalence and significance as time goes on. If by chance you are unfamiliar with the NEVI program, here are a couple of links that can provide some very helpful and useful information:

[https://www.fhwa.dot.gov/environment/nevi/ev\\_deployment\\_plans/](https://www.fhwa.dot.gov/environment/nevi/ev_deployment_plans/)

<https://driveelectric.gov/state-plans/>

If EV charging stations are part of your current or future plans, don't hesitate to reach out to Seneca Companies for further information. We would love to help and have a director of business development for EV solutions on staff ready to assist with your project from a single Level 2 charger to an entire bank of DC fast chargers. •



# EASTERN IOWA AIRPORT PROJECT HIGHLIGHT

by Rowdy O'Grady, *Senior Project Manager*

Seneca Companies' Commercial division was subcontracted to install above ground aviation fuel tanks as well as loading / unloading facilities at the Eastern Iowa Airport in Cedar Rapids, Iowa.

The scope of the project consisted of acquiring and installing comprehensive management of fuel system mechanical aspects, including the installation of (6) 50,000 gallon UL 2085 JET-A fireguard tanks, (3) 12,000 gallon UL 2085 fireguard tanks and the entirety of aboveground and underground fuel piping, utilizing welded stainless steel and double-wall flexible pipe respectively. In addition, the Seneca team installed (2) 400 GPM JET-A load and unload pump and filter skids, (1) 400 GPM transport offload pump and filter skid, (5) fueling dispensers for diesel and unleaded fuel, a comprehensive Veeder Root Tank monitoring system, (2) FuelMaster card readers and conducted seamless integration of new equipment into the airport's building monitoring system.

The Seneca team also facilitated the acquisition and installation of essential components such as (1) oil water separator with high-level shutoff, along with an automated flow control valve meticulously connected to the fuel system facility containment drain system. This setup serves to mitigate and capture any potential fuel spills that may occur on-site, ensuring environmental safety and optimal efficiency.

The primary challenges encountered by the Seneca team revolved around the massive scale of the 50,000-gallon prefabricated UL 2085 Fireguard tanks. These tanks, exceeding 115,000 pounds each, have dimensions of 12 feet in diameter and over 60 feet in length. The logistics of shipping and on-site installation required a considerable amount of forethought and strategizing. In addition, it was necessary to have a 350-ton crane for each tank placement. Collaboration with our tank manufacturer, Lannon Tank, proved invaluable as they facilitated transportation through freight contractors, ensuring seamless delivery to the site.

In addition, offloading these tanks on-site presented another hurdle. The team partnered with Barnhart Crane whose expertise in crane services proved to be instrumental in managing the offloading process for both tanks and skids. These maneuvers required coordination with airport traffic control and the implementation of Airspace NOTAMS, issued a week in advance for any crane activity exceeding 45 feet on-site. Collaborating closely with these partners enabled us to navigate these challenges effectively and ensure the project's smooth progression.

Thank you to everyone who was a part of this project, we are very proud of the results and are looking forward to what we will accomplish in 2024! •





# GENERAL CONTRACTING

## A YEAR OF STRATEGIC DEVELOPMENT

by Corey Hackett, Business Development Director - General Contracting

As we approach the close of 2023, I would like to provide a brief recap of the achievements of the Seneca General Contracting team throughout this eventful year.

Throughout the year, our team successfully managed a diverse array of projects catering to the needs of our clients. Notable highlights include:

**JAS Construction Partnership:** We proudly constructed a new 21,000 square foot headquarters and shop for our esteemed partner, JAS Construction in Bondurant, Iowa. The facility boasts a two-story office space with two conference rooms, a spacious reception area and multiple staff offices. Additionally, the shop area features warehouse space, material storage, mechanics bay and large equipment wash bays, enhancing the operational capacity for JAS's blossoming business.

**Road Ranger Travel Center, Joplin, Missouri:** Our team completed our largest project yet, consisting of 34 acres of excavation, 15 acres of concrete paving and a 12,000 square foot building housing a Wendy's QSR food partner, EV chargers and a CAT scale.

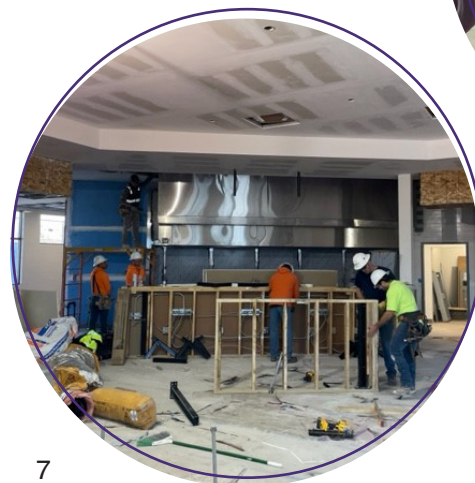
**HyVee Aisles Online Projects:** Across several states - Minnesota, Nebraska, Kansas, Illinois and Missouri - we successfully executed various builds involving SIPS panelized ground-up buildings and steel structure additions, showcasing our expertise in versatile construction projects.

**Casey's Raise and Rebuilds:** In Oklahoma City, we accomplished six Casey's raise and rebuilds,

with plans underway for a new site in Davis, Oklahoma. Simultaneously, our Des Moines office has commenced construction on five ground-up Casey's sites in Iowa and Nebraska.

**Quik Trip Expansion:** Our successful inauguration of the first ground-up Quik Trip in Omaha, Nebraska, followed by ongoing construction on a significant site in Des Moines, Iowa, set to open in Spring 2024, showcases our continuous growth and expansion efforts.

**Roaster's Market Project, Chickasha, Oklahoma:** Our team is currently engaged in a project for Roaster's Market in Chickasha, Oklahoma, introducing a high-end facility in the town center. This project includes a rotisserie chicken kitchen, healthy food offerings and an expansive bistro-style coffee program. The building showcases premium finishes and offers a drive-up window for customer orders, marking a significant addition to the community!



Our in-house carpentry staff has demonstrated exceptional commitment to all of our projects, engaging in multiple site remodels and projects across our expansive coverage area. This included the renovation of various Casey's General Stores acquisition sites within the Oklahoma City metro area. Additionally, our teams traveled to Colorado Springs to complete renovations at four Kum & Go HBA food remodel sites in January. Notably, we managed several significant remodel projects for Quik Trip in Des Moines, Iowa and Omaha, Nebraska. These involved sophisticated upgrades, including the installation of new beverage equipment, such as hot and cold nitro coffee and specialty blends, as part of the COFFEE WOW program.



In addition, our teams collaborated with Casey's to assist with the rebranding of 63 EG America sites in Kentucky and 26 acquired Lone Star sites in Texas. These ventures marked Casey's strategic expansion into new markets, providing enhanced food offerings and freshly made pizza.



Other notable endeavors included a 9-acre TA Travel Center site in northern Oklahoma and several 6,100 square foot stores in states like Iowa, Illinois and Kansas. Additionally, groundwork is underway for ground-up carwash sites in Omaha, Nebraska, reflecting Seneca's capability to offer comprehensive solutions through our integrated teams of general contracting, petroleum construction and distribution, EV solutions, our power panel shop and our service team.



Looking ahead to 2024, we've expanded our Des Moines and Oklahoma City teams to accommodate the increasing opportunities and projects driven by our growing clientele. We are also actively assembling our Denver, Colorado team to broaden our coverage in the Western region.

The achievements of Seneca General Contracting in 2023 stand as a testament to the relentless efforts and commitment of every team member. Our collective dedication has enabled us to provide our customers with "The Complete Solution" they deserve! •





*The Complete Solution*

**DAVENPORT**

7241 GAINES STREET COURT  
DAVENPORT, IA 52806  
563-332-8000

**DES MOINES - HEADQUARTERS**

4140 E 14TH STREET  
DES MOINES, IA 50313  
515-262-5000

**OMAHA**

10415 J STREET / SUITE 200  
OMAHA, NE 68127  
531-777-7807

**EAU CLAIRE**

3912 E MELBY STREET  
CHIPPEWA FALLS, WI 54703  
515-309-1280

**OREANA**

458 N HIGHWAY 48 PO BOX 60  
OREANA, IL 62554  
217-468-2393

**DENVER**

200 S RARITAN STREET  
DENVER, CO 80223  
303-744-2125

**TULSA**

6947 E 13TH STREET  
TULSA, OK 74112  
918-838-0494

**OKLAHOMA CITY**

3901 S THOMAS ROAD  
OKLAHOMA CITY, OK 73179  
405-669-2926

**DES MOINES - WASTE SOLUTIONS**

6409 NE INDUSTRY DRIVE  
DES MOINES, IA 50313  
515-309-1280

**KANSAS CITY**

900 S VISTA AVENUE  
INDEPENDENCE, MO 64056  
816-761-1270

**SALT LAKE CITY**

475 W 3600 S / SUITE D  
SALT LAKE CITY, UT 84115  
385-386-3113

